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# Extension Service Review



VOL. 1, No. 6

OCTOBER, 1930



THE FARM VISIT IS A VITAL EXTENSION CONTACT

ISSUED MONTHLY BY THE EXTENSION SERVICE  
UNITED STATES DEPARTMENT OF AGRICULTURE  
WASHINGTON, D. C.

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The EXTENSION SERVICE REVIEW is the official organ of the Extension Service of the Department of Agriculture. It is issued monthly throughout the year. The subscription price is 50 cents a year. All subscriptions should be sent direct to the Superintendent of Documents, United States Government Printing Office, Washington, D. C. Single copies may be obtained at a price of 5 cents each. For postage to countries that do not recognize the United States mailing frank, 25 cents a year should be added. Remittances should be made to the Superintendent of Documents by coupon, postal money order, express order, or New York draft. Remittance in currency will be at the sender's risk. Postage stamps, coins defaced or worn smooth, foreign money, and uncertified checks will not be accepted.

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## This Summer's Drought

This summer's drought has been the worst since records were established by the Weather Bureau, United States Department of Agriculture. The seriousness of the drought was brought to wide public attention when the August crop report by the United States Department of Agriculture was issued on August 11. Declaring that crop prospects in the United States had declined nearly 7 per cent during July as a result of drought and hot weather, the crop reporting board said:

A rather wide belt from the Middle Atlantic States westward to the Mississippi Valley has had the driest growing season on record, while the shortage of rainfall for June and July in some south Central States was far greater than for any previous year for which records are available.

The seriousness of the situation is not in the national total of current prospects but in the critical condition prevailing in certain States. The damage from drought has been most serious in the drainage areas of the Ohio and Potomac Rivers, in the central and lower Mississippi Valley, and in parts of the northern Great Plains area.

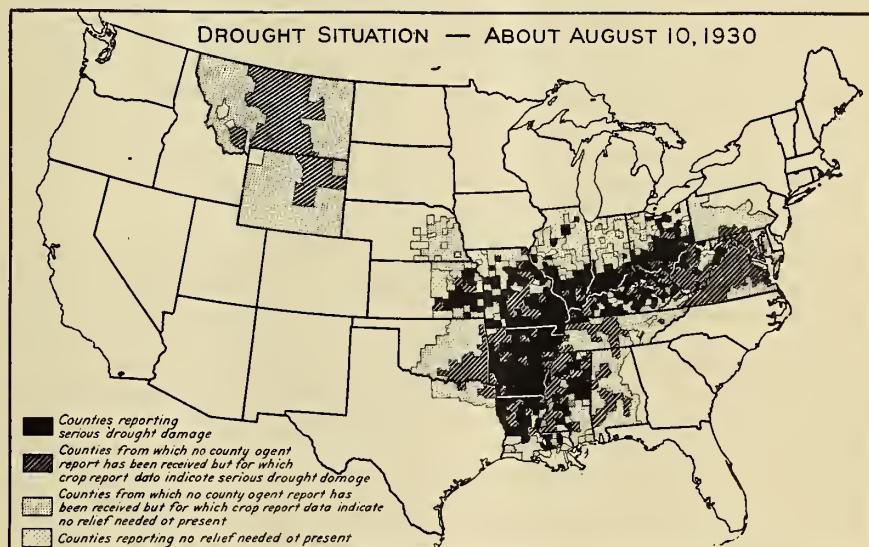
The corn crop is expected to be the smallest since 1901. The hay and grain sorghums, which, together with corn, make up half of the total acreage of crops, seem likely to be the smallest crops in more than 10 years. The feed shortage is accentuated by pasture far poorer than in any previous summer month for 50 years or more, with many farmers already compelled to feed hay and new corn.

Immediate public concern was felt over the prospective food supply and the distress of farmers in the drought-stricken areas. Secretary Hyde, in order to get fullest details of conditions in local areas, dispatched telegrams to approximately 800 county agricultural agents for information as to the extent and effects of the drought in each county. The replies were analyzed, tabulated, and card indexed by counties, and this record formed the basis of subsequent Federal action. The accompanying map was prepared to show visually the scope of the drought.

A conference of governors of States in the affected area was called by President

Hoover, and a 9-point plan of relief was formulated in which both State and Federal agencies would cooperate. Subsequently, President Hoover called a conference of bankers at which plans were devised for extending credit to farmers in the drought-stricken area. The Interstate Commerce Commission, meanwhile, had authorized a reduction of about 50

drought upon food prices. Unofficial reports of food profiteering and of the dumping of livestock were widely published and official confirmation of these reports was sought from the United States Department of Agriculture. The Bureau of Agricultural Economics, United States Department of Agriculture, made a study of shipments of fruits and



per cent in freight rates on feed shipped into the drought area and on livestock shipped out to be fed.

One hundred and ninety-eight counties in Virginia, West Virginia, Maryland, Ohio, and Indiana were named by Secretary Hyde on August 13 as a partial list of those areas in which the drought had resulted in a serious shortage of feed for livestock, and this list was sent to the American Railway Association in order that the emergency freight rate authorized by the Interstate Commerce Commission might be put into effect at once. Secretary Hyde then authorized the county agricultural extension agents in the designated counties to approve applications for the reduced freight rates.

The fact of the drought and the action to be taken by State and Federal agencies having been made known, interest turned largely to the effects of the

vegetables to market and learned that the volume of daily movement was in line with normal seasonal conditions. Wholesale prices of most vegetables were running considerably below prices at the same time last year, and wholesale prices of fruits were about the same as those of a year ago.

The Bureau of Agricultural Economics investigated the situation with regard to livestock marketing and on August 16 announced that:

Little evidence of forced marketing of livestock because of the drought appears in reports from local representatives at 18 of the leading livestock markets. In many instances stockmen are holding back stock that might now go to market if prices were more favorable. Prices of all livestock have declined materially in recent months because of weakened consumer demand. In the sections that have been hit the hardest by the drought it is probable that some stock may go to mar-

ket that otherwise would be retained on the farm if feed and pasturage were more plentiful. These sections, however, have only a small proportion of the country's livestock supplies.

The bureau, in a survey of supplies of hay in surplus producing areas, found that there were available for shipment into the drought-stricken area several thousand carloads of hay, and published a list of addresses of shippers from whom hay could be bought. Additional and broader surveys are to be made from time to time by the bureau as hay supplies in near-by areas become exhausted.

Considerable interest centered also in the prospective supply of crops for canning, and although the crop reporting board, on August 23, made downward revision in forecasts of production of canning crops of sweet corn, tomatoes, and snap beans, as of August 15, that showed the production to be below that of last year, the figures disclosed prospective supplies of tomatoes and snap beans above the 1924-1928 5-year average. Tomatoes for canning or for manufacture were forecast at 14 per cent more than the 5-year average production; and the production of snap beans was nearly one-half larger than the 5-year average. The yield of sweet corn, however, is expected to be the lowest on record for the last 10 years.

Crop prospects in the United States declined 2.5 per cent during August as a result of excessively hot weather, a continuation into August of the record-breaking drought in most of the States affected in July, and an extension of drought injury northward into States that had not previously suffered severely.

A wide variety of late crops was affected. Prospects for corn declined by 229,000,000 bushels, or 10 per cent; potatoes, by 34,000,000 bushels, or 9 per cent; beans, 11 per cent; grain sorghums, 11 per cent; hay, 1.3 million tons, or 1 per cent; buckwheat, 23 per cent; and vegetables for canning, 7 per cent. Tobacco, flaxseed, soybeans, cowpeas, sweetpotatoes, sorgo and cane for sirup, broomcorn, grapes, cabbage, and various northern vegetables showed important declines. Pastures which were the poorest on record a month ago declined to a new low record on September 1, and milk production per cow, largely as a consequence, was reduced 6.4 per cent below production on September 1 last year. Egg production per hen is also sharply lower in the drought-affected States, and on September 1 averaged about 6 per cent less than a year ago.

On the other hand, several important crops seemed to be yielding heavier than had been expected the month before, in-

cluding small grains, sugar beets, and some fruit crops.

The feed shortage had developed into a national rather than a local problem, according to a summary of the special feed survey made by the Department of Agriculture during the third week in August, issued on September 5. The situation had become more critical in the areas first affected and new areas to the north had suffered. The reports showed that the corn crop suffered further serious deterioration during the first three weeks of August, deterioration being shared by all States east of the Missouri River. Pastures which on August 1 were poorer than in any summer in 50 years had deteriorated still further during the first three weeks of August. The hay crop was short, and the failure of pasture had compelled many farmers to start feeding their livestock. The feed supply was reported as shorter than in any year since 1901. Considering the extent of the area affected and the numbers of livestock now on farms, the situation was regarded as probably more serious than in 1901, and adequate moisture for crop growth was still lacking in most of the drought area.

An analysis of the feed-survey schedules tabulated indicated that for the 28 States covered the supplies of feed grains and hay per animal unit were only 70 per cent of the 5-year average production. For the feed grains—corn (including corn silage), grain sorghum, oats, and barley—the supplies were only 68 per cent, and for tame hay and wild hay the supplies were 78 per cent. In the computation an animal unit was taken as 1 horse, 1 mule, 1 milk cow, 1 $\frac{1}{2}$  other cattle, 8 sheep, and 7 hogs. For each such unit there were available supplies on August 20 of 1,680 pounds of feed grain expressed as equivalent pounds of corn, compared with a 5-year average production of 2,480 pounds, also 660 pounds of hay expressed as equivalent pounds of corn, compared with a 5-year average of 850 pounds. This made a total of 2,340 pounds of these feeds combined, compared with a 5-year average production of 3,330 pounds. Computing the supplies of hay in tons per hay-consuming animal—that is, omitting hogs—supplies on August 30 were 0.096 tons compared with 1.25 tons, the 5-year average production.

A potential source of feed was present on farms in the supplies of wheat still not sold off farms. The reports indicated wheat supplies in the 28 surveyed States to be the equivalent of 370 pounds of corn per animal unit. Relative to feed requirements these supplies of wheat are not large, however, in any of the more

seriously affected States except Maryland. Even the total supply of wheat in the United States as a whole is not sufficient to offset the deficit of feed grains.

An analysis of the returns indicated no general intention on the part of farmers to dispose of breeding stock. Even in the areas where the feed situation was most critical most of the farmers expressed an intention to buy feed rather than liquidate their livestock herds at current prices. In the areas where the reports indicated some surplus of feed about the usual number of farmers expressed their intentions to buy livestock rather than sell their surplus feed.

Farmers were asked to state their intentions with respect to the purchase and sale of feed. While some farmers were unable to estimate their purchases because so largely contingent upon credit arrangements, the comments from the more seriously affected States indicated a determination to make the minimum purchases of feed and to carry livestock through the winter on light rations with the closest possible utilization of all straw, fodder, and other roughages.

The extent and seriousness of the drought is seen when we note that in all, 943 counties in the States of Alabama, Arkansas, Illinois, Indiana, Kentucky, Louisiana, Maryland, Mississippi, Missouri, Montana, Ohio, Oklahoma, Pennsylvania, Tennessee, Texas, Virginia, West Virginia, and Wyoming have been designated officially as eligible to receive reduced railroad rates on shipments of feed into the stricken areas and of cattle out of these areas.

## Outlook Reports

The summer outlook report on poultry and eggs was issued July 24, and copies mailed immediately to all extension workers by the Bureau of Agricultural Economics, United States Department of Agriculture. The report was issued in mimeographed form only and is not available in any printed form.

The outlook for sheep and wool was issued August 4 and distributed to extension workers. Likewise, the beef-cattle outlook appeared on August 25 and was given the same distribution.

Other reports to come this fall are those on feed grains, September 5; hogs, September 15; and feedstuffs, September 22.

The Bureau of Agricultural Economics is revising the charts which have appeared in outlook-chart books for 1929 and will be able to supply on relatively short order enlargements for extension-leader work.

## Progress in Cooperative Grain Marketing

E. J. BELL, Jr., Grain Section, Division of Cooperative Marketing, Federal Farm Board

Increased activity in terminal markets has been characteristic of the development of grain cooperatives during the past several years.

Before discussing the present development of large-scale organizations it is necessary that we should consider the development in cooperative marketing of grain at local shipping points. Shortly after the Civil War, when prices began to decline, farmer organizations such as the Grange, Alliance, and the Wheel promoted the establishment of cooperative elevators. Some of the elevator associations which started in the period between the Civil War and the turn of the century are still in operation. The great expansion of farmer elevators, however, came in the period from 1900 to 1920, 1919 and 1920 being the years of largest organization activity. It is estimated that about 4,000 of these organizations are now operating, the number not having changed appreciably since 1920. The volume of business handled by farmer elevators amounts to about 550,000,000 bushels of all grain annually or about 36 per cent of all the grain moving in market channels in the United States.

Within the past 10 years we have seen the expansion of cooperative activities into the terminal markets. Within this period 14 wheat pools have been organized. The general character of the wheat pools is so well known that it will not be necessary to dwell at length on this type of organization in the present article. Of these 14 wheat pools which have been organized, 7 are still in operation. As shown in the table below, the wheat pools reporting their volume of business to the Division of Cooperative Marketing handled around 17,000,000 bushels of wheat in the 1926 crop year and around 15,000,000 bushels of the 1928 crop. Data on the 1929-30 crop are not complete at the present time.

Within this same 10-year period the cooperative commission company or sales agency has also become a very popular type of grain marketing organization. Sales agencies handle wheat and other grains not only for the farmer elevators but also for farmers who ship direct. The grain sales agencies have expanded rapidly, especially within the past three or four years, handling about 15,000,000 bushels of wheat in 1925 and around 48,000,000 bushels in 1928-29.

TABLE 1.—*Volume of business handled by wheat pools and grain sales agencies, 1925-1929 crop years<sup>1</sup>*

Crop year	Pools	Sales agencies
	1,000 bushels	1,000 bushels
1925-26	16,824	14,891
1926-27	17,495	24,514
1927-28	12,336	30,922
1928-29	14,880	47,609

<sup>1</sup> From data collected by R. H. Elsworth, Division of Cooperative Marketing; data include all organizations reporting for crop years specified.

### Volume of Business

It will be seen from the above discussion that the volume of business handled by grain cooperatives is considerable. The chief reason why these organizations have not been able to serve the farmers to the best advantage in the past has not been for lack of volume of business handled by the cooperative movement as a whole. The thing which has been needed by the grain cooperatives was not more volume of business but greater co-ordination of effort. The individual farmer elevators put their wheat on the terminal market in competition with one another. Pools and sales agencies often solicited the business of the same farmer. Therefore, much of the energy of cooperative activity has been spent in competition among different types of organizations.

It is to bring unity of effort among grain cooperatives as well as to eliminate useless duplication and competition that the Farmers National Grain Corporation has been formed. This organization now has 26 stockholders, consisting of all of the wheat pools, 7 in number, practically all of the cooperative sales agencies, and a number of new regional organizations and elevator associations that have been formed within the past 12 months.

This should enable the Farmers National Grain Corporation to perfect a tremendous organization even without increasing the total amount of grain handled by cooperatives. With the organization of cooperatives in regions where none exist at present, this expansion will be still larger. With the expected growth during the next few seasons it seems likely that this organization will control, through its various stockholders, over half of the grain which enters into market channels in the United States.

Such an organization presents at once an opportunity and a responsibility on the part of the American wheat grower. It presents an opportunity for him to market his grain through his own organization; it presents an opportunity for the farmer to have much greater control over his marketing machinery than he has ever had before; it presents an opportunity for the farmer to secure the benefits in the form of profits from the operation of efficient grain marketing machinery. At the same time, if the farmer is to obtain the greatest possible benefit from such a large-scale organization, it is necessary that individual farmers should exercise more intelligent and personal direction of the policies of their cooperatives, both local, regional, and national, than they have been disposed to take in the past. It is a movement which calls for the highest type of leadership and business ability that the farmers are able to develop.

This movement also presents a challenge to the Extension Service of the United States Department of Agriculture to keep growers thoroughly informed concerning the marketing system and methods of handling grain. Such educational work can be carried on without antagonizing any existing agency. Intelligent and informed membership is essential to the success of the cooperative grain marketing program. Through their close personal contact with the growers, extension agents are in a position to assist in developing the farmer leadership necessary to make this national program a permanent success.

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The poultry project, because of its adaptability to small areas of land and because of the small outlay necessary to make a beginning in the work has become one of the most popular 4-H enterprises. One hundred thousand boys and girls now engaged in poultry activities own 2,000,000 birds.

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S. B. Murray, county agricultural agent, Lincoln County, Wyo., reports: "Over 3,000 turkeys were shipped out of Star Valley during the 1929 season. The turkeys were hauled in a truck to Montpelier, Idaho, where they were loaded in cars. This method is far superior to the old method of loading in boxes and barrels, as it eliminates the extra hauling charge on containers, saves time in handling, and turkeys reach their destination in much better condition."

# Agricultural College Editors Association Meets in Capital

Representatives from the information services of 36 agricultural institutions, coming from 31 States, upon invitation from Milton S. Eisenhower, director of information of the United States Department of Agriculture, met with the department's editorial personnel, August 26 to 28, for the eighteenth annual meeting of the American Association of Agricultural College Editors. The secretary's conference room in the new administration building was used for the meetings of the association during the week.

The Secretary of Agriculture Arthur M. Hyde and Charles S. Wilson, of the Federal Farm Board, addressed the association. Each emphasized the large dependence which his organization places upon the active help of the editors in inducing farm people to think about and act upon the important issues now before them. C. W. Warburton, director of extension work, presented his conception of the responsibilities which the extension editors should carry.

Professional improvement, of what it may consist and how it may be obtained, was the theme for a symposium to which one session was devoted. Most of the speakers agreed that the agricultural editor is a specialist in the communication of ideas rather than in the technique of any one line of agricultural work. The editor's sabbatical or other postgraduate studies, it was agreed, should be planned to further develop his understanding of farm people and farm conditions and to bring his knowledge up to date on the methods proved most efficient in the presentation of facts.

Need for home-economics information, according to a number of speakers, is keenly felt by home makers generally, and provision for making it available will undoubtedly be pushed by the land-grant institutions to keep pace with the development of research in home-economics lines.

Other subjects considered were the publication of results of research, train-

ing county extension agents in news writing, allotment of printing funds, and possibilities for a publications exchange among States.

Maj. Gen. Charles M. Saltzman, chairman of the Federal Radio Commission, discussed educational broadcasting at the special conference on land-grant college radio problems that followed the regular association program. Commissioner Saltzman explained the growth of the present structure of the broadcasting industry

equipment and providing talent to make most effective use of the equipment.

Editors and other radio representatives from 22 States who attended the radio conference joined in requesting the executive committee of the association to make such a conference an annual feature of the association's meeting.

Sixteen States competed in exhibits of their information output. Winnings in the 12 classes of the contest represented practically every competing institution.

Sweepstakes were won by the information service of New York State College of Agriculture, Cornell University, Ithaca, N. Y.

Judges of the contest, Byron Price, chief, Washington Bureau, the Associated Press; Lincoln C. Lounsbury, managing editor, Guernsey Breeders' Journal; and DeWitt Wing, associate editor, The Rural New Yorker, stated that this year's exhibit had entries by individual institutions in a larger number of classes than any previous exhibit that they had seen. Judges and visitors commented on the advance made in the

## THE EDITOR AN IMPORTANT FACTOR IN EXTENSION PROGRESS

The agricultural college editor is the link between the man who knows and the man who wants to know. Only recently has it been realized that this strategic point needs a trained specialist—one not only with ability to translate scientific facts into plain, readable, accurate language, but with breadth of view, an aptitude for organization, and a keen and accurate understanding of human nature.

College and department work together best when each knows the other well. We of the department feel that the opportunity for furthering acquaintance between the college editors and the department which the Washington, D. C., meeting of the editors gave, was of mutual advantage. We of the Extension Service feel that it means a good step forward in extension work. It combined the stimulus of new professional thought and inspiration that is the essential function of such a meeting with first-hand knowledge of the resources, the plans, and the people that make up the United States Department of Agriculture. We are glad to have had the editors meet with us; especially glad to have had them at this time when the farm situation has become national in aspect and frank discussion of agricultural issues is indispensable. We hope the association may visit us again.

C. W. WARBURTON,  
Director of Extension Work.

and pointed out why it is that the commission has difficulty in granting changes in power and frequency assignments to educational or any other stations. He asserted that whenever the commission issues orders for changes the effect is like that of a ball striking a group of tenpins. Conditions of congestion in the broadcasting spectrum make it impossible to change conditions in favor of one station without adversely affecting other stations. The injured stations take their grievances to court, and the commission's hands are tied with stay orders, General Saltzman explained.

Specialists in agricultural broadcasting of the big networks and big commercial stations gave the slant of their organizations upon the relation of the State college to farm and home broadcasting, as did department radio workers. Radio specialists of the colleges presented the primary radio problems of the land-grant college in securing radio broadcasting

methods of setting up the exhibits over those of earlier meetings. The exhibits were on view in the patio of the new building throughout the week and drew the attention of many visitors to the department. Association members and department workers might be seen studying the exhibits at practically all times throughout the week.

Officers in charge of the 1930 meeting were Bentley B. Mackay, Louisiana State University, president; W. C. Palmer, North Dakota Agricultural College, vice president; and Roger DeBaun, New Jersey State College of Agriculture and Mechanic Arts, secretary. New officers elected at the August meeting are: E. R. Price, Virginia Polytechnic Institute, president; Roger DeBaun, vice president; and C. D. Byrne, Oregon State Agricultural College, secretary. The invitation of Oregon State Agricultural College, Corvallis, Oreg., for the next place of meeting was indorsed by the executive committee.

## The Economic Background for Program Building

C. E. BREHM, Assistant Director, Tennessee Extension Service

An extension program must fit the needs of the people in the county or region for which it is made as a guide to improvement. This means it must be intelligible, economically sound, and practical in application to conditions as they exist. It must reflect the viewpoint of rural people who are to benefit from it. Unless the extension program does meet these conditions, people will put into practice its tenets slowly and with caution. Little progress will result; there is no valid reason why people should put into practice the tenets in any program unless it is plainly obvious there is something to be gained.

### *Background for Programs*

An extension program for a county or region can be made only after considerable study and thought; the result of the analysis of many statistics, conditions, and human factors that are most complex to measure. Even then it is necessary to proceed with great caution, for the same program will not fit all people in the county or region. Such a program necessitates farm-management studies or surveys which make known actual farm conditions as follows: (1) Crops and products most commonly grown; (2) relation, or combinations of crops and livestock that give the most profitable total farm income; (3) production practices that give the most profitable income; (4) financial condition of farmers; (5) working capital; (6) credit facilities; (7) relation of labor to crops and livestock production; (8) prices farmers get for their products; (9) manner in which products are marketed; (10) transportation and communication facilities; (11) intelligence; (12) local and foreign demand for certain products; (13) transportation costs; (14) cost of maintaining the family; (15) equipment available; (16) taxes; (17) in brief all the facts that give intimate knowledge of conditions as they actually exist on all types of farms in a region or community.

Such data may be secured from census and crop reports, experiment station surveys and research, and from special surveys into actual farm conditions. The most fruitful source of much of this data is from farm-account demonstrations conducted by farm management specialists in cooperation with farmers

in many counties. In the Tennessee Extension Service such demonstrations are arranged through the county agent. The county agent gives the demonstrator a farm account book with the understanding that a record of expenses and income for all commodities grown and sold, the expenses of the family, and the assets of the farm inventoried at the end of the year are to be kept and the book turned in to the farm management office at the end of the year for analysis. Later, it is returned to the demonstrator. Throughout the year the county agent, assisted by the specialist, keeps in touch with the demonstrator at periodic intervals to see that the record is being kept properly.

At the end of the year the farm account books are analyzed by the farm management specialists. They give a pretty good picture of the farming operations and life on an individual farm. By averaging and comparing a large number of records from a county a rather accurate picture is given of the system of farming and farm life that is most profitable and comfortable in the county. Unfortunately the records give only a fairly accurate picture as they represent only best farms in the county, which comprise about 10 per cent of the total number; it is the owners of such farms who usually undertake a demonstration of this kind. Farm-account demonstrations do not give an accurate picture of the other 90 per cent, which includes farmers who lose money or who make only an indifferent living. To make the data complete there should be actual farm records of all of these types of farms. We shall get this in the course of time.

We in the Tennessee Extension Service feel that we have taken a step at least in the right direction in so far as we have gone with farm-account demonstrations, since they give a basis on which to begin to build a program. The records come from farms which are usually operated successfully, and this is an indication that other less-successful farmers would attain a greater degree of success by following the same plans.

### *Farm Management Data*

To acquire such data requires much time; many years, in fact. We may well reconcile ourselves to this, but in the

meantime data are constantly accumulating which give us a broader and more comprehensive picture of the actual agricultural conditions in a county or region. These data make it possible to adjust and improve our program so that it more accurately reflects the farmers' viewpoint, and is in keeping with their real needs. Without such facts except in strictly production practices an extension organization is working in the dark. In my opinion any intelligent and really useful rural-life program must be predicated on such data. For this reason it seems to me that farm management studies should constitute the most important phase of extension work until a wealth of such data is acquired. Lack of sufficient data in our organization is a great handicap at present in formulating a sound program and was a greater handicap in the past when we had far less data than we now have. It was responsible, and still is, for the fact that many of our programs have not gotten universal support and adoption by farmers. Because of this lack of data it is probable we did not understand their problem.

## Coverlet Weaving

"Mrs. Mary Babb of Benton County, Ark., a local woman and an artist in coverlet weaving, was anxious to pass her patterns on to younger women so that the patterns might not be lost to the future; so she donated her loom to the county home demonstration agent and agreed to teach a school in coverlet patterns provided only women who meant business were enrolled," says Mrs. Esther G. Kramer, home demonstration agent.

March 3 through 8 were the dates set for the school. Two looms were installed and Mrs. Babb and her daughter, Miss Effie, began work with nine women from Benton and Washington Counties. Five of these women had looms of their own and the others had access to looms. They all mean to work earnestly at this project and "put it across."

The week's work consisted of taking down and setting up a loom, winding the warp beam, threading the heddles and reeds, and weaving several old patterns. They do not plan to invent new patterns or color combinations but mean to hold strictly to the reproduction of old colonial coverlets. The women put on an exhibit of woven, braided, and hooked rugs; and quilts, pillows, and coverlets of old patterns in connection with the school.

## 4-H Food Club Program

Increasingly gratifying reports are being made concerning the progress of the food-club program throughout the United States. A summary of these reports indicates that the food-club program is having marked influence upon the improvement in general health conditions of rural America as well as having an important beneficial effect with regard to family and community relationships. Four-H club members now are not only learning how to select and prepare proper foods for themselves according to a food habits score, but they are assuming their share of responsibility in the home for carrying out such a program as well as demonstrating to the community what they have learned. Both boys and girls are expressing a keen appreciation of what is being given them at State and county short courses and at club meetings regarding home courtesies and general entertaining. Moreover, reports indicate that club members are quick to take advantage of suggestions as to what they can do to make life in the home pleasanter and more comfortable, especially at mealtime when the family is together. Members are taking a keen delight also in learning to prepare proper food for their younger brothers and sisters and in developing in them a desire for certain foods necessary to the building of strong bodies.

Throughout the work a standard for wholesome girlhood and boyhood as well as a knowledge of food selection and preparation are being constantly emphasized. The early years of the club period are a valuable time in which to establish or reenforce proper food habits. The adolescent boy or girl needs good food and plenty of it in order to develop well both physically and mentally. Yet it so happens that the appetite is often freakish during this very period. If correct food habits are formed earlier, however, they are likely to continue during this critical time. Hence food work among the younger club members is being emphasized. At the present time there seems to be a trend for the older club members also to take part in planning and helping to make available a family food supply necessary to meet the requirements of the food-habits score.

It is probably true that food-club work offers more different and interesting activities than any other phase of the 4-H club program. It is closely interwoven with the food-preparation, gardening, and general health work, and it can be approached from many angles. In some

States food-club members are required first to keep a food-habits score card for at least one week. These are then analyzed and from them a program formulated to meet their individual needs. Such programs usually emphasize the use of milk and other dairy products, the use of fruits and green vegetables, and the use of cereals. Other phases of the food-club work that may need special attention are also included. In many States reports show that the food-club work centers around the planning and preparation of simple meals, based upon

become genuinely interested at an early age in the general county extension program.

### Program Suggestions

The following suggestions for the formulation of a food-club program were recently offered by Miss Miriam Birdseye and Miss Gertrude L. Warren, of the United States Department of Agriculture. These suggestions may prove helpful in checking food-club programs already under way as well as in formulating new ones.

1. Four-H foods and nutrition programs should be so flexible that they may



Club members demonstrating what to eat

the findings of the food-habits score cards. Girls not only learn to prepare and serve meals but often do a fair share of housework in accordance with their age and ability. In this way mothers feel repaid for the inconvenience caused by their daughters' inexperience in food selection when beginning the work.

Several States now have food-club programs planned especially for boys. The interest of the boys is usually centered in cooking for camp or in the preparation of a hot dish at noon for school days. In counties having a well-defined county extension program, reports indicate that much interest is manifested when club members are made to feel that they have a definite part and responsibility in helping to plan and carry out those phases of the program relating to food and nutrition work. In this way, because of their whole-hearted effort, they usually

be adapted easily to conditions in different parts of the State, to groups of different age or economic status, and to the ability of the local leader. Such programs should take into consideration the expressed interests of the young people determined through discussions, visits to the homes, and simple questionnaires. Programs for club meetings should be formulated by the club members themselves under the guidance of trained adult leadership.

2. Each member enrolled in food-club work should take herself as her own important problem. She should check her food habits at regular intervals according to the food-habits score card and should set herself to bring about the necessary improvements. If the scores indicate that the members of any club are receiving an inadequate diet along any line, the program should be adapted

in that club to assist them to bring about the necessary improvements.

3. While it is not urged that club members concentrate exclusively on food-club work for four years, it is believed desirable for a club to continue in food-club work for at least two years. This period seems necessary to develop standards, skill, and independence; to give facility in meal planning, and to establish good food habits not only for the club member but for the family. It also allows time for club members to overcome obstacles within the family and the environment, and to demonstrate in a convincing manner the effect of improved food habits upon growth and fitness.

4. Organizing and carrying on food-club work may present many difficulties in relation to the home. The obstacles most frequently encountered should be analyzed and considered in formulating any program.

5. By having the planning, preparation, and serving of a meal as the central idea of a food-club program, a larger variety of useful and interesting information can be grouped about it, and more satisfaction gained than is possible when the work is organized around the preparation of a series of foods or food groups. Selection of china and table linen, arrangement of the centerpiece, table setting and serving, the duties of a hostess in greeting and making guests feel comfortable, as well as the introduction of the club member's mother to visitors in the home are among the points that may be included in a program organized around the meal unit. The planning of the meal may involve food selection not only to satisfy score-card requirements but also from the angle of cost and of time expended in preparation and service. Such a program may be simplified for young and inexperienced members or permit of unlimited expansion for the older girl.

6. The so-called lunch-box clubs, breakfast clubs, and supper clubs are among the most satisfactory for young girls when the meal is used as a nucleus for the program. The advantage of the supper club lies in the fact that the girl usually returns from school in time to take some part in preparing the meal and that it readily adapts itself to simple entertaining.

7. A well-rounded food supply and a systematic food-preservation plan are necessary if the farm family is to have meals which are nutritionally adequate and at the same time fall within the means of the average farmer. Work planned to cover two years should include at least a discussion of an adequate food supply and a systematic food-preserva-

tion plan. It is urged that the family food-preservation budget be taught in connection with the canning work and also that club members be encouraged to improve the home gardens in homes and localities where this seems desirable. A combination gardening and food, or gardening and canning program is desirable wherever this proves feasible and economically sound.

8. To teach the club member to recognize and achieve good standards in cooking, the judging of finished products should be given an important place in the program. A few moments may well be devoted to judging at practically every meeting. Scores are now available for many products, and it would seem desirable to develop score cards for an even larger variety of dishes in order that club members may work intelligently toward goals which they can clearly visualize.

9. Each food program should constitute a useful unit. In other words, there should be brought together into a single unit subject matter and requirements which will help the club member to grasp more successfully some really important problem in her own living and in the living of her family.

10. Food-club members, who are also members of a larger community club, may well take the responsibility for stimulating and maintaining the interest of the other members in keeping food and health-habits scores and in making practical improvements in health.

11. Appeals to club members should be made in as many varied ways as possible. Some such appeals may be made through:

(a) Attractively expressed club units in food preparation.

(b) Dramatization of sound and practical food practices.

(c) Carefully conducted contests in team and individual public demonstrations and in the scoring and judging of food products as well as individuals.

(d) Well-planned exhibits showing the solution of simple problems in nutrition in an attractive way.

(e) Traveling kits prepared for the use of local club leaders with their groups, similar to the clothing kits used in many States.

(f) Preparation of posters illustrating what has been learned and demonstrated in local food-club groups.

12. Every program for 4-H club work in foods and nutrition should include a plan for at least two training meetings for local leaders. Objectives and organization of the work as well as subject matter should be included in this train-

ing. Training meetings prove most acceptable to local leaders when they give the leader ideas and information that can be adapted to meet their own needs.

## Spray Information Service

New York State has developed a special and very thorough method of giving extension service to thousands of orchardists and potato and vegetable growers. The field work of the spray information service commences on April 1 each year. The county agents and special spray assistants study the development of insects and diseases, watch the weather carefully, and advise growers daily what control measures should be used. This advice is sent out by relayed telephone messages and by letters. "Criterion orchards" are selected and treated as demonstrations. These are used also to prove the accuracy of the recommendations issued through the season to growers.

Regular assistant county agents have charge of spray service work in the counties of Dutchess, Erie, Genesee, Monroe, Niagara, Onondaga, Ontario, Ulster, and Wayne. An assistant is employed for six months in Orange County to take charge of this service. The regular county agent carries on the spray information service in a number of counties; notably, Chautauqua, Columbia, Greene, Orleans, Oswego, Rockland, Saratoga, Schuyler, Seneca, Suffolk, Wyoming, and Yates.

A school for spray-information service workers is conducted annually, for one week in March, under the direction of the departments of plant pathology and entomology.

The many new developments and materials used in combating diseases and insects have made this service of real economic value to the fruit growers as well as to the vegetable men. Untried materials have been restricted in sales and the best ingredients have been included in the recommendations of these county specialists.

Special problems that remain unsolved have been quickly sensed by these spray information service workers and special attention is given to this phase of the project. The field agents' recommendations are now generally accepted because those who follow them produce the cleanest and most profitable fruits and vegetables.

Two college specialists are in the field constantly during the growing season to assist in the observations and recommendations.

## Extension Service Review

*Issued monthly by the EXTENSION SERVICE  
of the United States Department of Agriculture  
Washington, D. C.*

The Extension Service Review is published in the interests of workers and cooperators of the Department of Agriculture engaged in extension activities. It contains official statements and other information necessary to the performance of their duties and is issued free to them by law. Others may obtain copies of the Review from the Superintendent of Documents, Government Printing Office, Washington, D. C., by subscription at the rate of 50 cents a year, domestic, and 75 cents, foreign. Postage stamps will not be accepted in payment.

C. W. WARBURTON, *Director, Extension Work*  
C. B. SMITH, *Chief, Office of Cooperative Extension Work*  
J. W. HISCOX, *Chief, Office of Exhibits*  
RAYMOND EVANS, *Chief, Office of Motion Pictures*

REUBEN BRIGHAM, *Editor*  
F. A. MERRILL, *Associate Editor*

OCTOBER, 1930

### Drought Relief

The drought crisis has again shown that the county extension agent is the person best situated and best equipped to serve as the connecting link in agricultural emergencies between Federal and State relief agencies and the farmer. Familiar with local conditions and well acquainted with the farmers of his county, he is doing highly effective work in the drought area in making relief measures of the most practical benefit. At the outset of the distress period, the Secretary of Agriculture sent to 800 county extension agents in the drought-stricken States telegrams asking for information on food and feed conditions and for relief recommendations. The agents responded immediately, and within three or four days a fairly accurate picture of the extent and severity of the drought was available to Secretary Hyde and President Hoover. The information obtained in this way from county extension agents, combined with reports obtained from its crop reporters by the Department Bureau of Agricultural Economics and from other field agents of the department's bureaus, furnished the basis for Federal and State action looking to relief.

The railroads of the country, acting through the American Railway Association, promptly established a special tariff on the movement of food into the drought-stricken counties and the movement of livestock out to points where

feed was available. Here again the county extension agent with his knowledge of local agricultural conditions was brought into service. Secretary Hyde, through an agreement with the American Railway Association, appointed county agents in the counties designated as drought-stricken to serve as representatives of the department in certifying to the railroads the applications of farmers for reduced rates. Consequently, the county agent has the full burden of responsibility for seeing that the benefit of the reduction goes to those for whom it was intended.

Further, the county agent, aided by his State director and using information from the State agricultural college and the Department Bureau of Agricultural Economics on the amount and location of available feed supplies, has aided his farmers to obtain needed supplies on the most economical basis for their locality. The distribution of this information by the agent has prevented wasteful competitive bidding for feed supplies and the expense of unnecessarily long hauls of such supplies.

Drought conditions have called on farmers affected for every resource of business ability and shrewd farm management. Feed supplies must be used to their fullest extent, rations have to be figured that will give the maximum feeding returns, and feed purchased must be of the greatest possible feeding value in supplementing existing supplies. All available information on economical feeding from the State agricultural college and the department is being drawn on by the county extension agent for the benefit of the farmers in his county. He is studying everything he can get that throws light on feeding and cropping problems, farm management under drought conditions, and the financing of farm operations in the present emergency. This knowledge, adapted to local conditions, the county extension agent in the drought area is making available to his farmers in their present difficult situation.

### The Extension Visit

Making the farm or home visit a highly effective activity is a vital problem with every county extension agent. Reports show that 15 per cent of the average agent's time is devoted to the farm or home visit. Furthermore, considering the time and money spent in making farm and home visits, results of studies of extension methods show that visits yield 13 per cent above the average of all

teaching methods influencing farmers and farm women to improve practices. Consequently it is seen that the visit is a highly important method of extension contact from the standpoint of both influence and time consumed. Some of the things that the county extension agent desires to accomplish through the farm or home visit are these: To visit the proper number of farms or homes to maintain a strong personal contact with the representative men and women of the communities in the county. To improve his or her knowledge of local conditions and practice. To establish confidence on the part of the person visited in the agent's knowledge of practical farm or home problems. To leave behind, when the visit is over, some definite practical suggestions or help. To go knowing that he or she will be welcome to come again. To stimulate a desire on the part of the person or persons visited to aid in the extension program and the improvement of the community.

How, then, shall the approach be made when the farm or home is reached? How quickly can the immediate business in hand be broached and handled? Or if this is a visit, on which the main purpose is to ascertain the particular situation on this farm or in this home, how quickly yet diplomatically can the facts be obtained, confidence established, and the proper suggestions be given? Can one accomplish the desired ends in a visit of an hour, a half hour, or even in 15 minutes?

These are problems of interest and considerable concern to many extension agents. The need of the farm or home visit is admitted, but just how much time should be given to such visits? Can they be made more productive? Can they be shortened and still accomplish the purpose of developing stronger personal contacts, of procuring a full knowledge of the situation and problems of the individual visited, of enlisting him or her permanently in support of the extension program for the community and the county? These are questions on which thought might well be expended. The REVIEW invites for publication the opinions and comments of its readers. Let's hear how you do it or think it ought to be done—this farm or home visit.

One hundred and twenty-four home makers in New Hampshire are conducting garden budgeting demonstrations this season in cooperation with the Extension Service of the University of New Hampshire.

## The Extension Director, His Duties and Responsibilities

Dr. C. E. LADD, Director of New York Extension Service

The extension director has a very important opportunity to guide the development of sound agricultural policies in his State. He must be in touch with all groups of agricultural workers such as those in the State department of agriculture, cooperative associations, State federation of farm bureaus, the Grange, the agricultural press, and all other agricultural or allied groups. The coordination of the State extension program with the work of the active agricultural associations, particularly the cooperative marketing associations, gives a wonderful opportunity to motivate the whole extension program and make it richer in practical results.

The extension director through his close relationship to the research work in his institution, especially in agricultural economics, and his closeness to the practical problems of the State is in a better position to coordinate the efforts for agricultural betterment in the State than is probably any other one person. It is his duty to acquire such a knowledge of all the great public problems of agriculture as will give him some vision of the best future developments. It will then be his opportunity to initiate many new movements in which a number of agricultural agencies will participate.

It seems that the extension director in developing such new movements will often make greater progress with the work if he will keep in the background and give credit for these movements to each of the cooperating organizations. Credit is a peculiar thing which can be divided into many parts, and each person who receives a part may have an amount equal to the whole. An idea develops faster when it is given away without claiming credit for having originated it. In this way many different groups soon feel full responsibility for the birth of the idea and are willing to put a great deal of energy into its development.

The extension director of the future should have a great influence on the development of national agricultural policies. The organization of the work by States brings many advantages to the work but it also brings the disadvantage that directors become State minded. Very few college workers are in any way nationally minded. It has been possible to develop a national viewpoint on many problems of administration, but very little progress has been made in the development of a national viewpoint toward agricultural policies. It seems

that it is peculiarly the responsibility of the extension directors to obtain such experiences and training as will constantly tend to make them more nationally minded.

### *Specific Problems*

The problems of the fruit grower, for instance, can not be discussed in terms of the problems of the Washington State fruit grower or of the Virginia fruit grower but they must be discussed in terms of the problems of the fruit grower of the United States; in terms of the marketing problems throughout the United States; and also in terms of the problems of the production and the consuming areas of the world. For our fruit comes into competition with fruit from Australia, New Zealand, South Africa and from other regions when it reaches the export market.

This problem of acquiring a national viewpoint and, in some cases even an international viewpoint, is a difficult one but it is an opportunity for extension directors who may be inclined to develop these viewpoints to give service to the entire Nation. First of all, however, we must solve the problems in our own community and State. We must be close enough to these problems to meet them squarely and efficiently.

### *Responsibilities to Research Work*

The extension director has a responsibility to the research work in his own institution. He must bring to research the practical problems of the field for solution. In many cases the extension director would be wise to sacrifice extension work rather than sacrifice research work, if sacrifices must be made. If a great extension program is to be built, it must be based upon a solid foundation of research. The research programs of the agricultural experiment stations are wholly inadequate to meet the needs of extension and of practical agriculture.

The extension director has a responsibility to his own organization to give to it the constructive leadership and enthusiasm necessary to accomplish a big job in a big way with the best of teamwork on the part of all the participants. Every extension director should spend a few days each year in ordinary community meetings where he meets a group of farmers from one neighborhood with a mixture of all capabilities as well as the rich and poor together. This will keep his feet on the ground and keep him

close to the problems of the soil. No time can be spent more profitably than for each director to put in one week each year in presenting to small communities a straight subject-matter piece of work in that group of subject matter with which he is best acquainted.

Every extension worker who comes into the director's office to talk over his work should go out with just as much or more enthusiasm for his job as he has when he comes in. Even though it may be necessary for the director to refuse every request made, the worker should receive something of added inspiration for his job; something of added faith in the work he is doing. Without this the administrator does not have leadership, or worth-while leadership, in his group.

In many of our States agricultural work is highly departmentalized. This is as it should be. It makes for accuracy of the science and perhaps that one thing is more important than any other factor in the extension program. However, the farmer's job is not divided into departments like the college. Many of his problems can best be met by the joint action of several scientific departments. The person in the organization who should bring about this cooperation and coordination of the separate departments is the extension director.

## Music Appreciation

Approximately 15,000 4-H club girls, representing all the clubs in the State of Iowa, studied the opera "Martha" in preparation for county music-appreciation contests and the fourth annual State contest held at the Iowa State College of Agriculture during the State conference of 4-H club girls in June.

Last year 71 counties were represented in the contest. Music-appreciation work, conducted for the purpose of enabling club girls to recognize and appreciate good music, was started in 1922 in Iowa, according to Mrs. Edith P. Barker, one of the State club leaders. Last year interest in the work had grown to such an extent that 90 counties included it in their programs.

In the past various types of music have been studied. This year the contestants had not only to recognize selections from "Martha" but to tell who sings them in the opera.

Improved community meals are being served by various organizations throughout the State as an extension project of the University of New Hampshire. The menu which was used in Blair community, Grafton County, netted a profit of nearly \$25.

## A Farming Special

The entrance unit of the 18-car "Low-cost farming special," operated by the Montana State College of Agriculture and Mechanic Arts and the Northern Pacific Railroad Co., June 23 to July 2, was devoted to the presentation of outlook material. Each of the several exhibits was so designed as to give only one or two basic facts concerning a Montana-grown commodity. No attempt was made to tell the whole story or even to present a well-rounded picture of a product. Since mixed crowds of many interests had less than 10 minutes to

World War, in the four major wheat exporting nations. The increase of world carry-over from season to season until July, 1929, was shown by full-sized grain bags filled to appropriate heights.

As the train traveled virtually the entire Yellowstone Valley, the bean situation was developed. The legend "The United States is bean hungry," brought an occasional smile from spectators, but the application of the phrase to the increased per capita consumption could not fail to impress them with the fact that this staple is becoming increasingly important in the diet. The parts of United States consumption furnished

prosperous, associated with an actual decline in consumption. A graph on the panel showed that the water of production had risen to a height in 1929 sufficient to float the price ship over the tariff wall and to allow it to drop to world levels. The table display showed the small butter surplus compared to the total production and the favorable effect of low prices on consumption.

"The cowman wears a smile now" greeted observers in the last display, the centerpiece being an enlarged photograph of a prominent Montana cattleman. "Cowman" in Montana refers to a range producer of beef. But the fact that the beef operator is not taking too much for granted was suggested by his interest in the slight tendency to expand and by the attitude of the housewife in taking home increasing quantities of lower-priced, competing meats and other foods despite her preference for beef.

After having had the feature of each exhibit explained, visitors in groups of 25 were told "This is just a glimpse of the Montana agricultural outlook service," followed by suggestions for obtaining and using the service.

Paul Carpenter, in charge of outlook work, and V. D. Gilman, farm management demonstrator, both of Montana State College, accompanied the car throughout the 9-day tour of two stops a day, during which time exhibits were shown to over 10,000 people. Montana workers report a degree of interest hardly expected, with farm people very generally approving the outlook type of economics extension service.



Exhibit on farming special train

view the entire car of six exhibits, the utmost simplicity of set-up was followed.

The first display was an attempt to dramatize the real but highly abstract fact that management is the most essential factor in operating any business. From the trite statement on the wall panel, "It's the team, plus intelligent driving," attention was drawn to an attractive team of six horse models hitched to a farm wagon being driven down the broad road of "Accurate market information" but avoiding the side roads of "Snap Judgment," "Rumors," and "Hunches."

After placing appropriate emphasis upon what lay beneath the driver's hat, the attendants pointed out what was admittedly but a side light on the world wheat situation. Colored bags on a world map indicated the increase of wheat production since the close of the

by domestic and by foreign producers were shown by doll models serving hungry Uncle Sam.

The basic soundness of the wool situation was indicated by the difficult climb of an Australian wool bag over the tariff wall to get into the United States. The height represented tariff protection reduced to a range of grease bases covering practically all of Montana's wool clip.

A scale with a limb outweighing a doll figure, representing the American housewife, was used to illustrate the sheep-meat situation. Changing in buying habits coupled with a lower supply were pointed out as forces that ultimately would swing the scale back to more attractive prices.

The present low quotations on butter were fully accounted for by the slight increase in make in 1929 compared to 1928, when Montana dairymen were

Beginning a 10-year planting program which will involve 100 acres of the Tuberculosis Society Farm in Dauphin County, Pa., 47,000 trees were set out this spring. Total costs for preparing the ground, express charges on the trees, and planting amounted to \$210, or less than \$5 per thousand trees. The society plans to set 45,000 trees a year.

Contrary to a growing popular opinion, the Nebraska farm woman still bakes, churns, and helps butcher. The results of an investigation made by the Nebraska Experiment Station and reported in Station Bulletin No. 238, show that for each 100 families studied, 42 still do all their baking, 92 do all or part of their baking, 83 make butter at least for home use, 63 can all their fruit, 99 can all or part of their fruit, 44 can all their vegetables, 92 can all or part of their vegetables, 84 home butcher all their meat, and 96 butcher all or part of their meat.

## The New Commodities Act

The perishable agricultural commodities act for the licensing of commission merchants, dealers, and brokers was signed by President Hoover on June 10. This law, intended to suppress certain unfair and fraudulent practices in the marketing of fresh fruits and vegetables in interstate and foreign commerce, requires the licensing of commission merchants, dealers, and brokers.

The Bureau of Agricultural Economics of the United States Department of Agriculture was placed in charge of administering this law, and since June 10 the bureau has been engaged in holding public hearings and drafting rules and regulations for carrying out the provisions of the act. A special unit in charge of F. G. Robb, of the division of fruits and vegetables, has been organized by the bureau for the work of administration.

The law provides that all persons subject to the act who plan to be in business on and after December 10, 1930, must obtain licenses from the Secretary of the United States Department of Agriculture. Applications for licenses should be filed with the secretary as promptly as possible, on forms which will be furnished on request or which may be obtained from any permanent city station of the market news or inspection services of the Bureau of Agricultural Economics.

Perishable agricultural commodities, as defined by the law, mean fresh fruits and vegetables of every kind and character, whether or not frozen or packed in ice. The term "dealer" applies to any person buying or selling in car lots. A producer selling only commodities of his own raising is exempted and is not considered a dealer. Any person buying less than 20 carloads annually to sell at retail is also exempted. The law provides for an annual licensing fee of \$10.

Briefly summarized the law, under the section dealing with unfair conduct, covers fraudulent charges; unjustified rejection or failure to deliver; discarding, dumping, or destroying without reasonable cause; fraudulently making false or misleading statements concerning condition, quality, quantity, disposition, or market conditions; failure to account correctly; misrepresentation as to State of origin; removing or altering tags if such tags represent Federal or Federal-State inspection.

Anyone who suffers from such violation of the act may file a complaint with the Secretary of Agriculture for the purpose of securing equitable reparation. Persons violating the act shall be liable for the full amount of damages sustained, to be enforced by a reparation

order of the Secretary of Agriculture or by suit in court. The secretary's findings shall be *prima facie* evidence in United States courts. The law provides a penalty of \$500 for failure to procure a license by December 10 of this year, and \$25 per day for each day thereafter any person subject to the act continues to operate without a valid license.

## Nebraska 4-H Club News Reporters

Three clubs made up entirely of 4-H club news reporters have been organized in Nebraska as an outgrowth of news reporting work of the last five years in the State.

Winners of 21 news-writing contests organized themselves into a club during the annual club week at the agricultural college the first week in June. They called themselves the 4-H News Writers' Guild of Nebraska and applied for junior membership in the Nebraska Writers' Guild, an august group of authors.

The Prairie Searchlight Club has the distinction of being the first of the three local clubs to organize. Areta Jones of Fairbury, grand champion 1929 news reporter of Nebraska, is the editor in chief or local leader of this group. Beaman Smith, assistant county extension agent, and Doyle Buckles, managing editor of the Fairbury News, are both taking quite an interest in the group.

George Round, jr., student helper to E. Lux, of the extension office of the agricultural college, told Mr. Lux, when he left this past summer to engage in club work in his home county, that he would help the reporters there. He organized a 4-H club modeled more after the news-writers' guild than the other two clubs.

The idea is still an experiment but those in charge of club work believe there are real possibilities in it so long as the membership is confined to reporters of ordinary clubs and so long as they write their stories largely about their ordinary club activities.

Under the present plan the groups will have their news-judging contests and their news-writing demonstrations; they will exhibit and may demonstrate at the fairs; they will take pictures, and tours will be planned to local newspapers and to the offices of the extension service at Lincoln to enable them to see how 4-H club circulars are mimeographed and mailed.

Practically all the 1929 winners of news-writing contests agreed while at club week to hold news-writing schools for the 1930 reporters in their home counties.

## Teamwork in Wisconsin Agriculture

Teamwork has been one factor that has made Wisconsin agriculture outstanding during the last few years, reports G. M. Briggs, assistant county agent leader in extension work. State farmers cooperate with county agents and experiment stations in all production and marketing lines in such a way as to bring about best returns for least expense. Progress is being made in every county in the State, whether it has a county extension agent or not; but, as some agents have stated, progress comes faster when a county agent is available to help organize the business of the farm and make improved practices easier to adopt than where a farmer has to work alone.

In the crop program there are quite a few steps to be considered: (1) Possibly soils should be corrected or rotations changed if best results are to be obtained; (2) new varieties developed by the experiment station should be introduced; (3) when the best crops are being raised in a county in limited quantities only the acreage might be expanded; (4) when diseases creep in means of control must be advanced; (5) if good crops are to be maintained, seed sources must be carefully guarded; and (6) oftentimes farmers have excess amounts of grain to sell, or have an opportunity to raise extra amounts to offer for sale, therefore county agents should help to advertise and to sell the product.

Improving crops starts with improving the soil because good crops come from good seed of the right varieties plus good, well-balanced, fertile soil. This has involved testing thousands of samples of soils for lime requirements, and giving encouragement and directions to thousands of farmers on just how to take samples of soil that could be sent to the experiment station to have analyzed for phosphorus needs. Besides this service, hundreds of tests with fertilizers are carried on, demonstrating the best kinds, best amounts, and easiest ways to distribute fertilizers.

The increased acreage of such lime-loving plants as alfalfa and sweet clover is evidence of the effective work county extension agents have been doing to get people to apply lime. For many years these crop acreages remained about the same. Along came the county agent helping to organize lime-crushing rings, where portable lime crushers would travel from farm to farm crushing up some either out of a quarry or from old stone fences.

Next came the application of marl. This so-called white gold found in lakes, and immediately the "gold diggers" became numerous throughout the State until about one-third of the counties are now feeding this natural lime product. The use of paper-mill and beet-mill refuse, lying dormant for many years, was advocated and it was the county agent who got people organized sufficiently to use this material.

In the introduction of new varieties of plants, those counties closest to the five experiment stations depend upon these institutions for tests to determine the best seed to use. But counties located some distance from the experiment stations often carry on variety trials themselves, determining the value of outside varieties and mixtures. These tests are often carried on by having one or more farmers in each township try out the variety in question.

One of the county agent's biggest jobs is promoting or furthering the acreage of the more profitable crops—barley instead of oats, alfalfa and sweet clover instead of timothy. Enough figures are at hand to show the exact correlation of the county agent work to the increased acreage of these plants. The aim in good hay crops is an acre of good legume to each milk cow, believing that this will provide sufficient hay for young stock, a few sheep, horses, poultry, and sows. County agents use all the devices known for putting the case up to the farmer, whetting his appetite to plant his needed amounts. Devices for stimulating and arousing interest and decisions, the same as in any selling campaign, must be employed.

That these measures have been effective it is only necessary to review some of the statistics to see for one's self how farmers have responded to such appeals. In some counties there used to be alfalfa enough to feed every tenth cow, and after six years effective work as conducted in Burnett County, a ton was cut for every milk cow last year. The adoption of other crop practices are equally as astounding in many other counties.

No matter how good crops are in a county, there is constant need to be on the lookout for good seed grains. So the county agent inspects a field for purity and weeds, and if it is a good field and the seed is well cured, farmers within the county are assured of a local source of adapted seed another year.

Another big item in the amount of effort and time spent by the county agent is the time put in at fairs. There are local fairs, where varieties are discussed and the best ones distributed throughout the neighborhood. In La Crosse County

these local fairs have been common for years in many school districts. There are also community fairs in which several districts are interested.

Along with making a good crop program, the war on weeds that is being waged should be mentioned. Probably Kewaunee, Waukesha, and St. Croix Counties are outstanding in special machine methods, while Grant County leads where chemicals are being advocated and used.

### Kitchen At Homes

At homes in the kitchen were instituted among Chautauqua County, N. Y., home makers last month. The callers included neighboring home makers, the home demonstration agent, and the household-management specialist, who were received in the kitchens. The topic of the afternoon's conversation was "Kitchens." This all resulted from two lessons on efficiency in the kitchen given by Ella Cushman, household-management specialist from the college.

After studying the principles of kitchen arrangement for convenience and comfort in working, local leaders in the project and women students asked for help on their individual kitchens. The plan of kitchen visits was introduced to give women an opportunity to discuss with the agent and the specialist the problems presented by the different kitchens visited and to receive suggestions for making changes which would make the work lighter and more pleasant.

The discussions centered on convenient arrangement and grouping of utensils and equipment so that routine tasks might be done rapidly, proper equipment, kitchen plumbing, planning new kitchens or fixing over old inconvenient ones inexpensively. Several home makers found that their old-fashioned kitchens had too many doors and that closing one door allowed equipment to be grouped nearer together; others learned that many extra steps were taken because the stove, sink, or working table was not arranged according to the natural order of work, drain boards were lacking on either side of the sink or cupboards, and shelves were placed inconveniently. Some of the visits were made to homes in which immediate changes were planned, others to homes where changes are considered for the future.

The benefit derived from these calls is not simply for the single home maker whose kitchen is visited. The best results come where many members of the local group and their neighbors take part in the discussion and study the problems that the kitchen presents.

### Terracing in Texas

Credited with having terraced one-third of all the land terraced in the United States last year Texas now has 4,000,000 acres protected from soil erosion by terraces or contours, of which 3,000,000 acres have been done since 1920, and more than 2,000,000 acres since 1925, according to figures announced by M. R. Bentley, extension farm engineer, at the Southwest soil and rainfall conservation conference in Stillwater, Okla., last June. In the past year ending May 31, farmers, county agents, and 4-H club boys terraced or contoured 868,000 acres in 202 counties to stop sheet and gulley erosion, conserve rainfall, and stop soil blowing.



Starting a terrace

Beginning about 1911 with narrow terraces laid off by aid of carpenter's level or crudely constructed "plumb-bob frame," Texas county agents labored nearly 15 years before the cumulative effect of their demonstrations became apparent. Since 1925 the whole State has awakened and gone to work on soil and rainfall conservation.

In 1925 the Texas Agricultural Experiment Station established at the Spur substation an erosion experiment the results of which have startled the State. Losses of soil and rainfall on nearly level land were found to be much greater than had been supposed. Roughly speaking, the experiments have shown that land with a slight slope loses 15 to 40 tons of top earth per acre per year there, and that the farm, or the top 6 inches thereof, will be gone at this rate in 42 years. The run-off experiments show that more than half the rain that falls does the land no good, while terraces or contours hold practically all the moisture for crops. Measurements of field crop yields on terraced and contoured land have revealed that terracing increases crop yields from 25 to 100 per cent.

The acreage now terraced annually is due largely to the fact that thousands of men and boys have been trained in county and community schools held by county agents, with the help of Mr. Bentley, during the last three years to

run lines and construct terraces. In the season just ended 3,810 men and 2,555 boys were trained in 1,213 schools held in 135 counties. Helping in this work were several commercial concerns, and notably A. K. Short, former extension man, now with the Federal Land Bank of Houston. Seven hundred and thirty farm levels were placed for use in communities last year, and 864 terracing machines and 420 terracing plows. In 55 counties county road machinery has been placed at the disposal of farmers to enable them to construct terraces cheaply. In this way costs have been reduced from about \$2.25 per acre to \$1 or less per acre.

Contouring, which consists of following the contour lines with rows without throwing up any terraces, is adapted to more nearly level parts of the State, and is especially popular in west Texas. About one-fourth the total Texas acreage protected last year consisted of contoured land. That contoured land is no serious bar to big-scale farming is shown by the fact that contouring is done where some of the largest farm machinery in the United States is used.

In west Texas and northeast Texas the greatest acreages of terraced land are found, while the rich black-land section of central Texas, where erosion has been most disastrous and where tenantry is common, is somewhat behind.

Runnels County is credited with having the greatest total area terraced and contoured to date, with 200,000 acres protected. From the demonstration records of the county agent, C. W. Lehunberg, a cotton and a grain-sorghum demonstration by James Barrow, of Spring Hill community, in that county were selected to illustrate the effect of terracing on yields. On a 60-acre field of red sandy loam having a slope of 7 feet 2 inches per 100 the yields for 6 years in cotton vary from 150 pounds of seed cotton per acre before terracing to almost 600 pounds at the end of the 6 years. The increase in grain sorghums during the same period under like conditions was from 667 to 1,817 pounds per acre.

It is not claimed that all the increases in yields are due to terracing, but from a mass of records on complete demonstrations, where other factors are more or less equalized in the averages, it is found that terracing is commonly the chief reason for greater production per acre.

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One-day news-writing schools of 4-H club reporters are to be given at the South Dakota College of Agriculture.

## Extension Work in Alaska

On July 1, 1930, by action of the last Congress, the Smith-Lever Act was made applicable to the Territory of Alaska in such amount as the Secretary of Agriculture might determine. Ten thousand dollars was released for the first year. At the request of Dr. Charles E. Bunnell, president of the Alaska Agricultural College and School of Mines, W. A. Lloyd, in charge of extension work of the Western States, United States Department of Agriculture, was sent to Alaska for two months to assist in organizing and starting the new service. Mr. Lloyd arrived at the college at Fairbanks June 25. President Bunnell was appointed director of extension without compensation; George W. Gasser, assistant director for agriculture; and Mrs. Lydia O. Fohn-Hansen, assistant director of home economics. Mr. Gasser has been in Alaska



Extension staff, Alaska College of Agriculture

for 25 years as superintendent of one of the Federal experiment stations, and for the past few years has been professor of agriculture at the college. He is a graduate of Kansas State Agricultural College and has an intimate knowledge of agricultural conditions in Alaska. Mrs. Fohn-Hansen (née Petersen) has been with the college for four years as professor of home economics, and has her master's degree in home economics from the Iowa State College of Agriculture. Both employees are well qualified for their positions by training, experience, and acquaintance with conditions in Alaska. On the day the work was started at the college three boys' and girls' 4-H extension clubs were organized, one in gardening and two in sewing.

Early in July Mr. Gasser and Mrs. Fohn-Hansen, accompanied by Mr. Lloyd, left the college for their first field trip. Eklutna, Matanuska, Anchorage, Seward, Juneau, Sitka, Ketchikan, and Wrangell were visited and extension work organized. Nine 4-H extension clubs were started, with 110 members and 12

women's home-economics clubs. Owing to the work being started in mid-season, only preliminary work could be done in agriculture. Plans were laid for another year. The clubs included in addition to the white children a number of Eskimos, Aleuts, and Indians. Cooperative club work was established at the industrial school at Eklutna and the Jessie Lee Home at Seward. The club demonstrations are clothing, nutrition, and gardening. The work with women consists of sewing, home management, and young-mothers clubs.

Southeastern Alaska, or the part usually seen by tourists, is too rainy and mountainous for successful farming. The agricultural development is farther to the north. Wonderful garden vegetables of excellent quality are produced because of the rapid growth. Strawberries, raspberries, salmonberries, lagoon berries, and low-bush cranberries grow wild prolifically. Barley, oats, rye, and wheat are safe crops. There are dairies with good cows adjacent to the towns and a few poultry flocks. Reindeer and fur farming offer extension objectives. A few homesteaders are coming in each year and the foundations of organized rural society are being laid. The extension field, both in home economics and boys' and girls' clubs, is attractive, with possibilities for considerable development.

In agriculture the work for a while necessarily will be largely to give individual assistance to farmers or homesteaders and particularly to help to market crops through organization. Contrary to the popular belief, at least in summer time, Alaska is not a land of snow and ice but a land of sunshine and flowers. Alaska is just beginning to go through a stage in its development that has affected most of the Western States. It is changing from a mining-minded community to an agricultural-minded community. Its present agriculture in comparison with the States is small. Its possible agriculture is very large; perhaps 100,000 square miles of potentially agricultural land exists. Owing to its isolation and distance from markets it will develop slowly, feeding the industrial development that seems pending. Agricultural extension service, started at the very beginning of things, has a unique opportunity to help guide the industry along right lines, possibly avoiding some of the mistakes made in agricultural development in the States.

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A flock of 100 Barred Rock hens made a net profit of \$402.97 for a Tennessee demonstrator last fall.

## Tobacco-Grading Service

The official tobacco-grading service in the Atlantic Coast States conducted last year by the Bureau of Agricultural Economics of the United States Department of Agriculture and various State marketing divisions, will be conducted at numerous new markets in the marketing season of 1930-31. Douglas and Tifton, Ga., and Live Oak, Fla., are the most recent eastern markets to apply for official graders.

The Virginia markets where official tobacco-grading service was available last year were South Hill, Lynchburg, and Farmville. This year Federal graders will be stationed at these same markets and also at South Boston and Danville, Va., the latter being the largest market in the State, and one of the important selling points for flue-cured tobacco. Petersburg and Blackstone are also under consideration. In North Carolina only one small market, Smithfield, was served in 1929. This year the service will be available at Smithfield, Tarboro, and Williamston, and probably at one or more of the larger markets.

That the service proved popular last year is indicated by the long distance many growers hauled their crop to have it officially graded, and by the number of calls for grading service that have been made recently. It was shown clearly last year that official grading not only had a beneficial effect on prices received by growers, but it also stimulated better preparation of tobacco for market. This phase of service was largely responsible for the support of the tobacco-grading service by the tobacco trade. Approximately 11,000,000 pounds of tobacco was graded officially in the 1929-30 season. Department officials anticipate that at least five times that amount will be graded this year.

## Room Improvement Demonstration

A letter from Ida C. Hagman, extension specialist in home furnishings in Kentucky, describes a room-improvement demonstration there. "Beauty Hints for the Home was the subject of my demonstration on the junior-week program. My object was to increase the interest of the club members in 4-H room improvement by showing them what could be done for a small amount of money and by directed effort.

During the reading of a letter, supposedly written by a club girl, the curtains were opened and the room described

in the letter was shown. This room was typical of many in our rural homes. Jane and her brother Jack were introduced to the audience, and from below, I directed their activities in improving the room, giving my instructions in story form. All articles which were neither useful nor beautiful were removed and then the room was improved until it was not recognizable as the same uninteresting place. Jack and Jane were wonderful assistants. Everything was organized so that there were no hitches and not too much time was consumed. When the room was completed Jack vanished behind the screen and Jane sat down in her easy chair to enjoy the fruit of their labor. The girls in the club were given the opportunity to observe things at close range and seemed intensely interested. One woman plans to use the same idea at her county fair, and several home-economics teachers plan to use it this fall."

## A Virginia Club Camp

"For the past nine years a 4-H club camp has been held at the fair grounds at Petersburg, Va. Boys and girls from counties in the southeastern part of the State each year have had an opportunity to assemble there for a week of instruction, inspiration, and recreation," says Maude E. Wallace, State home demonstration agent. "In addition to the program planned by county farm and home demonstration agents, no Virginia club members ever before have had so many special attentions paid to them by local organizations and friends. It was with this background that the farm and home demonstration agents of this section of the State decided to serve an appreciation dinner. Invitations were issued to the business men including the mayor, common council, members of the chamber of commerce, Kiwanis Club, Rotary Club, and Lion's Club.

"A 'live-at-home' program has been promoted for several years by the agricultural department of the chamber of commerce. The entire meal with the exception of a few products such as sugar, salt, and coffee was a product of south-side Virginia. First came fruit cup, composed of canned peaches, cherries, pears, and fresh apples, together with strawberry preserves on the top; next, a plate well filled with country ham, chicken salad, candied sweet potatoes, and cabbage slaw. Last, but not least, there were slices of apple pie à la mode. The pickles were from the pantries of the home-demonstration club members.

Cooperation was secured from many sources. The butter was donated by the Spring Grove Creamery, the cheese by the South Hill Cheese Factory, and the ice cream by the Farmville Creamery. Salted peanuts, one of the many crops of south-side Virginia, were at every place in green and white paper cups."

## Erosion Tree Planting in Iowa

Under the slogan "Save Iowa Soils," says I. T. Bode, extension forester, a State-wide program looking forward to the best possible utilization and conservation of Iowa soils has been started. Tree planting and preservation of forest cover have been recognized by leaders of the movement as a definite part of this program. In certain areas of the State there are a good many acres which have eroded to the point where methods of control other than tree planting are impossible or, if possible, are too costly to be practicable.

During the planting season just closed 40 to 50 tree-planting demonstrations for erosion control were started in 19 counties in the State. These demonstrations were all established under supervision of the county farm bureau and the forestry department of the extension service.

A combination planting of willow or cottonwood and black locust is used. The willow or cottonwood is used in the wet soil in the bottom of the ditches; and the black locust in the dry, poor clay soil of the banks and tops of the ditches and gullies. At the outset cottonwood or poplar was recommended for the bottoms, but as the work developed it was found that many farmers had had experience in raising willow from stakes or cuttings and that many of them were willing to accept the advisability of its use. Therefore it seemed wise to use willow in demonstrations. This also solved the question of source of supply, since nearly every farm has willows growing upon it.

Difficulty was encountered in securing black locust seedlings at a reasonable price. Hence, as a trial, 50 pounds of seed was distributed to approximately as many farmers. They planted these seed in garden rows this spring, and if successful will dig the young trees and plant them on erosion areas next year.

The outstanding experience in getting this program under way was to meet so many farmers who agreed that tree planting was a practical solution to much of the erosion problem. Apparently the big job is to get farmers to really do the planting.

## Successful Extension Agents

W. L. Hall, county agent of Faulkner County, and Mrs. Blanche Elliott, home demonstration agent of Benton County, were named Arkansas's most efficient county extension workers.

The State staff of county extension agents was judged for efficiency under seven major classifications; number and character of demonstrations, spreading information from demonstrations, adult organizations, extent and thoroughness of 4-H club work, effectiveness and definiteness of subject-matter teaching, office management, and annual reports.

The agents were scored by the district supervising agents, specialists, the assistant director of extension, and State home demonstration agent.

Five home demonstration agents and five county agents were named as the high-ranking, efficient extension agents. The rankings are as follows: (1) Home demonstration agents, Mrs. Blanche Elliott, of Benton County, first; Miss Mary Buechley, formerly of Hempstead County, second; Mrs. Myrtle Watson, of Union County, third; Miss Ruth Fairbairn, of Sebastian County (North), fourth; and Mrs. Effie Rogers, of Greene County, fifth. (2) County Agents, W. L. Hall, of Faulkner County, first; Lynn L. Smith, of Hempstead County, second; J. M. Thomason, of Ashley County, third; and J. E. Critz, of Mississippi County (North), and J. B. Daniels, of Miller County, tied for fourth place. Four of the ten named, Mrs. Elliott, Miss Buechley, Mr. Hall, and Mr. Smith, winners of first and second places, are graduates of the college of agriculture, University of Arkansas.

Mrs. Elliott and Mr. Hall were awarded trips to the regional conference of extension and southern agricultural workers at Jackson, Miss., early last spring.

## Buying Clothing

"For the past two years we have been trying to reach a large number of women with information on buying clothing, yard goods, and accessories by means of county style shows," says Edith L. Mason, home demonstration leader of Connecticut. "During March, five such shows have been held with an attendance of 3,300 people. The county style shows have been conducted by Miss Ellen Van Cleef, the State clothing specialist. The shows are held at one or another of the natural shopping centers

in the county. A great share of the success of the shows has been due to the splendid cooperation given by local merchants. The clothing specialist and home demonstration agent have first talked over the plan with the merchants and made arrangements with those who wished to cooperate. The merchants have arranged for the hall, have set up booths exhibiting yard goods, patterns, trimmings, shoes, hosiery, jewelry, flowers, and men's wear both in ready-to-wear and in piece goods. The main feature of the fashion show is the models who are all members of families engaged in farm-bureau work and are chosen to represent different types of figures and different age groups. We have used 8 to 10 models in each show; mature men and women, young men and women of high-school or college age, boys and girls, and one or two tiny tots. Twenty-five to forty outfits are displayed. As the models appear the clothing specialist briefly points out seasonal style features, color notes and combinations, reasons why garments are a good choice for the model, and the suitability of the material and garment for the wear it is designed to meet.

The consensus of opinion seems to be that the style show is the best method we have yet found of getting across effectively a clothes sense and general clothing information to a large group of people."

## Four-H Councilors Render Real Service

Two years ago a group of some 20 older 4-H club members in Rhode Island formed themselves into an organization known as the "4-H Councilors," and since that time they have been rendering exceptionally good work in connection with the 4-H work in that State.

This year the councilors came to the college about two days before their State camp opened and formed themselves into small committees to assume responsibility for many activities during the week. Assembly programs, evening vesper meetings, camp-fire programs, room accommodations, publication of the daily camp paper, and being hosts and hostesses for visitors at the camp were among the duties for which they assumed responsibility. At the end of the week the members formed themselves into the "Councilor Chapter" of the "All Stars." There are similar organizations named "All Stars" in Maryland, Virginia, and West Virginia, whose main purpose is that of bringing together all older 4-H

club members whose records in service and leadership give them an interest in and desire to continue to serve the 4-H club.

A vital force in the 4-H club movement has developed throughout the Eastern States as a result of the continued service activities of this older group of 4-H club members. A new stage of development has been reached in our eastern 4-H program. The boys and girls or young men and young women who reach 16 years of age are taking a keener interest in the service and leadership activities of the program and are assuming increasing responsibility for much of the club work which is handled. They are to be congratulated upon their fine service, splendid attitude, and interest and we should look forward to the time when the club members themselves feel that the club program is theirs and that it is their responsibility to make it the splendid, high-type activity which they desire it to be. Club members should feel that those professionally employed stand always in the relation of advisers to them in the carrying out of what, in actual fact, must be their own club programs and activities.

Dr. F. G. Krauss, director of extension service, University of Hawaii, attended the Western States extension conference at Bozeman, Mont., and also spent several days at the United States Department of Agriculture, Washington, D. C. En route from Bozeman to Washington, Doctor Krauss attended the international meeting of economists at Cornell University. He was designated by President Crawford, of the University of Hawaii, to attend the first Inter-American conference on agriculture, forestry, and animal industry, which was held in Washington, D. C., September 8 to 20, inclusive. Doctor Krauss returned to Honolulu about October 1.

Members in boys and girls' 4-H clubs often find that their activity in that organization ceases upon reaching the age limit of 18 years. It is not so in El Paso County where the girls as well as the boys have an organization for former 4-H club members.

The Pikes Peak Home Science Club has a membership limited to young women between the ages of 18 and 25 years who formerly were 4-H club members. It was in April that a group of these young women met together and organized this club, says Miss Bertha Boger, home demonstration agent, El Paso County, Colo.

## States Cooperate in Photographic Work

The story-telling photograph of local extension activities furnishes one of the most direct routes to the farmer's understanding, say extension workers who have used pictures to supplement their regular extension work. States which are interested in visualizing farm and home practices have reported that photographs are highly useful in convincing farmers and farm women of the value of improving their practices. This is especially true when the photographs have been taken in the county, and show local situations which have been improved under the direction of the county extension agent.

Extension workers have found the story-telling picture especially desirable for illustrating instructional articles in farm newspapers or farm journals, as illustrations in popular publications, in the preparation of lantern-slide and film-strip series, in exhibits, in posters, as a means of maintaining a photographic record of progress made, and for other purposes of presenting to the general public information regarding extension work.

Cooperative plans were arranged with several States to obtain photographs during the 1930 season. George W. Ackerman, the extension photographer of the Office of Cooperative Extension Work, Extension Service, United States Department of Agriculture, has completed the following itinerary: Florida, April 15 to 25; North Carolina, April 28 to May 2; Michigan, June 3 to 6 and August 12 to 15; New York, July 22 to August 1; Maine, August 26 to 29; Massachusetts, September 23 to 26.

Photographs were obtained covering such subjects as breeds of dairy cattle, dairying, home improvement, cooperative marketing, forestry, swine, women's camps, poultry, pastures, fruits, gardening and markets, home beautification, nutrition, kitchen arrangement, and various other phases of county-agent, home-demonstration, and 4-H club work. The photographs were added to the department's reference file of 35,000 photographs and to the State and county photographic files.

The photographic trips are arranged in accordance with a plan of financial cooperation between the Office of Cooperative Extension Work and the State extension director of the State concerned. The Office of Cooperative Extension Work agrees to bear the cost of travel to and from the State, the subsistence of the

photographer while in the State, and furnishes four prints of each photograph taken which are for local, county, and State use. The State extension service arranges for automobile transportation of the photographer and his equipment within the State, plans the itinerary of the photographer in detail, prepares a list of subjects to be taken, and assigns a person to accompany the photographer on the entire trip.

## Arkansas Cotton School

Arkansas held its first cotton-classing school July 21 to August 1 under the direction of the Arkansas Extension Service and through the cooperation of the United States Department of Agriculture and the Mid-South Cotton Growers Association.



Cotton-classing instruction

The school was attended by 50 farmers, cotton handlers, bankers, ginners, and merchants interested in grading, classing, and marketing cotton. The morning sessions of the school were devoted to discussions on the development of cotton production, marketing, factors affecting the grading and stapling of cotton, the world-wide cotton situation, experimental work with cotton, fertilization, exchanges and future contracts, financing cotton buying, exports and foreign practices, grades and staples of Arkansas cotton, factors affecting cotton prices, cotton acreages and prices, interpreting price information, and government reports on cotton prices.

## Marketing Associations

The gains in growth and advantages made by the type of well-conducted livestock marketing associations recommended by the Missouri Agricultural Extension Service are shown in the typical example of the association at Columbia.

In 1925 the extension specialist in marketing assisted this organization to

reorganize and incorporate, and a volume of business amounting to 213 carloads of stock was handled that year. The association had 738 members and paid net to shippers \$213,649. The refund check for the year was \$546.

In 1929 the association handled 507 carloads of livestock for 1,554 members. It paid net to shippers \$734,296, and the refund check from the commission association it patronized was \$1,249. During the 5-year period the number of carloads handled by the association increased 238 per cent, while the membership increased 210 per cent. The larger volume of business made it possible for the management to give superior service to its members, and a reserve fund of \$1,902 was built up. At the same time the average cost of shipping per hundred-weight was reduced materially. This reduction amounted to 7 cents per hundred for cattle, 7 cents for sheep, and 22 cents for vealers.

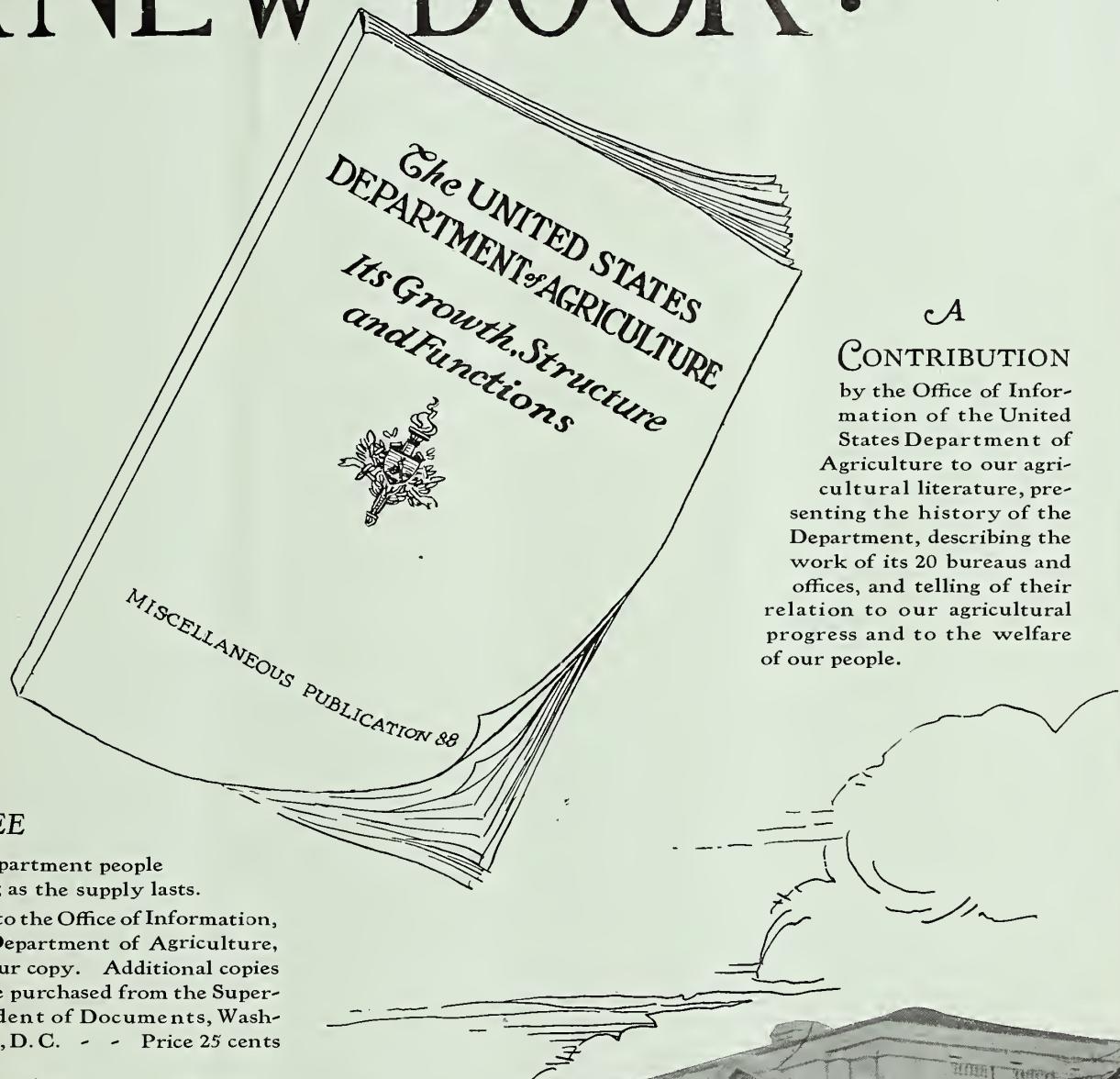
## Operating Improvements

Improvements in operating methods and policy coupled with sound business management, as provided in the standards set for State accredited associations as this one is, are credited as the chief factors responsible for the growth in volume and efficiency of this association believes H. C. Hensley, extension specialist in marketing for the Missouri College of Agriculture.

The requirements for becoming a State accredited association include the following: An approved set of books; the manager under adequate bond; the incorporation of the association; an annual audit made, and report published or placed on file at the office for inspection by members; a board meeting at least quarterly and preferably monthly; an annual election of directors; the scoring of not less than 450 out of a possible 600 points; and the preparation on forms provided by the college and filing regularly with the college, or its extension agent two copies of each monthly or periodical report, as well as the annual report of the manager.

An Istanbul dispatch to the press of September 7 says: "To determine the needs of the agriculturists, the National Association for Savings and Economy will hold a farm congress on January 5, 1931. Study of various problems has been invited by the chambers of commerce, and reports will be submitted at that time."

# ANEW BOOK!



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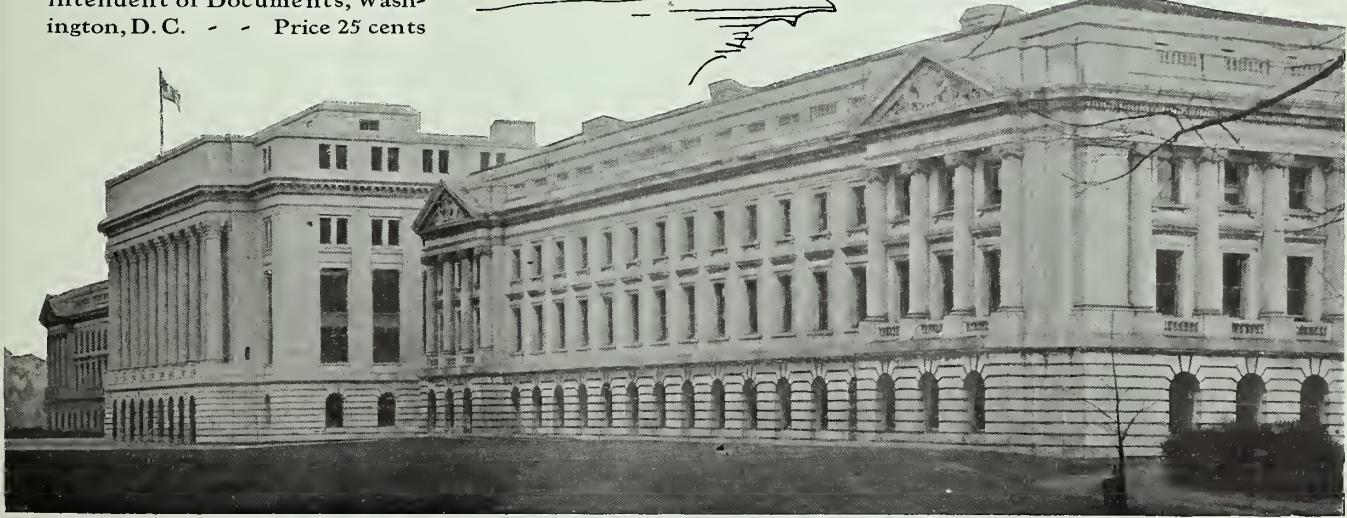
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THE  
HUSBANDMAN  
THAT LABORETH  
MUST BE FIRST  
PARTAKER OF  
THE FRUITS

—St. Paul

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*Inscription on new Administration Building, Department of  
Agriculture, Washington, D. C.*

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